

GUIDING MONTANA BUSINESSES TO

Success



High Caliber Sports Main Appliance

Clint Hicker had been operating High Caliber Sports out of his garage for several years. When he saw the need for an appliance store in Sidney Montana (since the existing one had recently closed), Clint decided to go for his dream of opening up a brick and

mortar gun shop and add appliances to fulfill the need. Clint and his wife Sherry recognized that one of the key challenges to opening a new business was building trust with local customers that may be reluctant to change. Lorene Hintz, Director of the Small Business Development Center at Great Northern Development Corporation in Wolf Point, helped Clint and Sherry with budgeting, cash flow projections, and business planning. The SBDC was instrumental in assisting Clint to locate adequate financing through Stockmans Bank for inventory and start-up funds. Clint was able to obtain an SBA loan and began building up his business. Main Street Appliance/High Caliber Sports will provide the Richland County community with a much-needed appliance store to serve area businesses and homeowners, as well as supply hunters with equipment and ammunition.

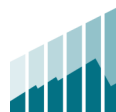
SBDC Advisor: Lorene Hintz

Clients: Clint Hicker

Impact: New Business Created
Financing Received
Jobs Created



SBDC
Montana Small Business
Development Center



MONTANA
DEPARTMENT OF COMMERCE